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Agriculture

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Food and Agricultural Export Directory 1988

United States
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Agriculture

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Service

Food and Agricultural Export Directory 1988

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Introduction

The United States ranks as one of the world's largest agricultural exporters, reflecting the ability of U.S. agriculture and its related industries to provide ample supplies of quality products at competitive prices.

Bulk commodities make up the majority of U.S. overseas sales, but there has been significant growth during this decade in U.S. exports of consumer food products. In most countries, rising personal incomes are creating demand for more sophisticated foods than those found in traditional national diets. U.S. food technology and quality are recognized throughout the world, providing a solid base on which to build further growth in exports of U.S. consumer food products to fill this new demand.

The *Food and Agricultural Export Directory* is published by the Foreign Agricultural Service (FAS) of the U.S. Department of Agriculture (USDA) for firms engaged in exporting and those who wish to enter the foreign market for U.S. agricultural products. It provides up-to-date listings and brief descriptions of Federal and State agencies, trade associations, and other organizations that offer advice and services in exporting all types of agricultural and food products.

Single copies of the directory are available from the High Value Products Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4951-S, Washington, DC 20250-1000, tel. (202) 447-3031.

The U.S. Department of Commerce is responsible for programs involving agricultural machinery, equipment, veterinary supplies, and other noncommodity items. Further information on programs offered for exporters of such items may be obtained from the Office of Domestic Operations, United States and Foreign Commercial Service, U.S. Department of Commerce, Room 3810, 14th Street and Constitution Avenue, N.W., Washington, DC 20230, tel. (202) 377-4767.

Foreign Agricultural Service

The United States maintains a global system for gathering and assessing information on world agriculture and trade. This enables U.S. farmers to market abroad advantageously, and it helps U.S. consumers obtain food products they need from other countries. Coordinating these global activities is the responsibility of the Foreign Agricultural Service of the U.S. Department of Agriculture. Since its formation in 1953, FAS also has been the center for activities related to the development, expansion, and maintenance of export markets for U.S. agricultural commodities. The central FAX for FAS is (202) 447-7729.

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International Agricultural Statistics

Commodity statistical analysts provide scheduled estimates and forecasts of area, yield, and production for foreign crops as well as estimates for foreign livestock, poultry, and dairy production. These data forecasts are supported by remote sensing techniques as well as weather-related analyses of foreign crop conditions.

International Agricultural Statistics also provides agribusinesses with information on U.S. and foreign trade, prices, and economic indicators. Information and data are available through publications and an electronic distribution system.

The group also collects and publishes weekly outstanding sales and accumulated export data. All exporters of U.S.-produced agricultural commodities are required by law to report their sales and associated exports by commodity and country. (Commodities included are wheat, wheat products, corn, rye, oats, barley, rice, cottonseed, flaxseed, linseed oil, soybeans, soybean cake and meal, American lima cotton, all upland cotton, and cattle hides and skins.)

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Director	Edwin Cissel	382-8888
<i>Information Systems Management Services</i>		
Director	Phillip C. White	447-5255
<i>Foreign Crop Condition Assessment</i>		
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International Trade Policy

International Trade Policy coordinates and directs USDA's activities in international agreement programs and negotiations to expand world trade of U.S. agricultural commodities. Trade policy activities include supporting U.S. policy formulation on trade issues arising with the European Community, Japan, and other important trading partners; handling commodity issues that arise in international organizations and other forums; and supporting the office of the U.S. Trade Representative in the conduct of trade negotiations. In addition, market development activities are supported by providing economic data and analysis (tariff rates, nontariff barriers, and statements on trade conditions).

To follow foreign governmental actions that affect the market for U.S. farm products, FAS relies primarily on its agricultural counselors and attaches. Special offices are maintained at the headquarters of the European Community in Brussels, Belgium, and at the international negotiations center in Geneva, Switzerland. FAS also maintains contacts with the Food and Agriculture Organization of the United Nations (FAO) in Rome.

In Washington, a staff of international trade specialists analyze the activities of international trade conducted under the rules of the General Agreement on Tariffs and Trade (GATT), as well as trade conducted under regional economic organizations and bilateral agreements. During international negotiations, FAS provides the staff and support work for U.S. agricultural representation.

Area Code (202)

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Deputy Assistant Administrator	Richard B. Schroeter	447-4033
Deputy Assistant Administrator	Mattie B. Sharpless	447-4433
<i>Western Europe and Inter-America Division</i>		
Director	Carol M. Harvey	382-1340
<i>Multilateral Trade Policy Affairs Division</i>		
Director	Robert Riemenschneider	382-1312
<i>Asia, Africa and Eastern Europe Division</i>		
Director	John T. Hopkins	382-1289

USDA Technical Office

The USDA Technical Office receives through the GATT Secretariat notification of proposed mandatory standards requirements concerning agricultural products from the countries that are GATT signatories. The office also receives proposed standards for nonsignatory countries from FAS personnel overseas. These notifications are published in *Export Briefs* and also released electronically through the Electronic Dissemination of Information system. When interested parties provide comments on proposed standards, the Technical Office collects the comments and relays them to FAS offices in the appropriate countries for presentation to the foreign government authorities. In addition, the Technical Office keeps extensive and constantly updated files of U.S. and foreign regulations to provide answers to questions on technical requirements on food products. These regulations cover topics such as allowable pesticide residues, acceptable food additives, general labeling requirements, quarantine regulations, standards of identity, natural contaminants, certification, and testing requirements. For more information contact:

Carolyn F. Wilson
 USDA Technical Office
 Building 1072, BARC – EAST
 Beltsville, MD 20705
 Tel: (301) 344-2651
 FAX: (301) 344-4335

Export Credits

The Public Law 480 (Food for Peace Program)

Titles I and III of the Public Law 480 Program (also called the Food for Peace Program) authorize USDA to provide financing for sales of U.S. agricultural commodities to friendly developing countries on concessional credit terms.

Title I concessional sales provide low-interest, long-term credit to foreign governments. Payment is made in U.S. dollars to suppliers upon delivery of the commodities on board vessels at U.S. ports. Recipient countries resell the commodities internally and use the proceeds for agricultural and economic development projects. In FAS, the Program Development Division oversees the preparation and negotiation of country agreements, while the P.L. 480 Operations Division oversees the purchasing and shipping of commodities by recipient countries.

Title III, known as Food for Development, permits forgiveness of Title I debt, provided the recipient country undertakes specific agricultural and economic development activities with the proceeds from local sales of the commodities obtained under Title I agreements.

In addition, under Title II of P.L. 480 the Agricultural Stabilization and Conservation Service procures U.S. agricultural commodities for direct donations to foreign countries in cases of natural disasters or other crises and in support of nutritional feeding programs. About two-thirds of these donations are made through voluntary relief agencies and the multilateral World Food Program. The Program Analysis Division coordinates this program with the Agency for International Development, the administering agency.

Commodity Credit Corporation Commercial Financing

The Export Credit Guarantee Program (GSM-102) and the Intermediate Export Credit Guarantee Program (GSM-103) of the Commodity Credit Corporation (CCC) allow foreign buyers to purchase U.S. farm commodities from private U.S. exporters, with U.S. banks providing the financing at commercial rates of interest for up to 3 years under GSM-102 and in excess of 3 years, but not more than 10 years under GSM-103. CCC's guarantee covers the risk that the foreign buyer's bank might fail to pay under a letter of credit.

The programs operate in cases where credit is necessary to increase or maintain U.S. exports to foreign markets and where private financing institutions would be unwilling to provide financing without CCC's guarantee. They also permit countries with improved financial conditions to purchase on full commercial terms. The CCC Operations Division administers these programs.

Other Programs

Section 416 of the Agricultural Act of 1949, as amended, provides for the donation of CCC-owned surplus dairy products and wheat to needy persons overseas through public and private nonprofit voluntary agencies and foreign governments. In addition, special programs, which include barter agreements and sales from CCC inventory, are managed by FAS as needed.

Area Code (202)

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<i>Program Analysis Division</i>		
Director	Mary Chambliss	447-3573
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Area Manager, Latin America, Caribbean, and Oceania	Paul Hoffman	382-9225
Area Manager, Asia and Middle East	David Kunkel	382-9216
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Director	Lawrence McElvain	447-6211
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Chief, Regulations, Procedures, and Reports Branch	L. Bill Emerson	382-9150
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Chief, Vessel Approval Branch (Title I)	Donald Pickett	447-6711
Chief, Title I Commodities Branch	Constance Delaplane	447-5780
Leader, Rate Analysis and Statistics Area	Edward Matthews	382-9336

Commodity and Marketing Programs

One of the most important services a U.S. farmer, cooperative, or company needs is good marketing. FAS has a continuing market development program to develop, service, and expand commercial export markets for U.S. agricultural products. Virtually every U.S. product entering world trade is promoted by one of FAS' market development activities, which cover more than 70 countries.

These marketing activities involve work with nonprofit commodity groups, trade associations, and State departments of agriculture and their regional associations. In addition to these cooperative efforts, FAS performs a variety of other promotional and trade servicing operations.

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Deputy Assistant Administrator	Daniel B. Conable	447-2705
Deputy Assistant Administrator	Frank Piason	447-7791
Assistant to the Assistant Administrator	Leroy Barrett	447-7054
<i>Marketing Programs Division</i>		
Director	Richard Passig	447-4327
Deputy Director	Elizabeth Callanan	382-9166

Commodity experts and economists analyze attaché reports on production and trade, combining them with accumulated background information and expertise. Commodity information compiled and analyzed by FAS is available to anyone interested in foreign trade.

Commodity marketing specialists support the work of cooperators and individuals interested in specific markets and products.

Area Code (202)

<i>Dairy, Livestock, and Poultry Division</i>		
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Deputy Director for Analysis	Roger Lowen	447-7217
<i>Forest Products Division</i>		
Director	James Freckmann	382-8138
Deputy Director for Marketing	J. Lawrence Blum	382-9331
Deputy Director for Analysis	Ronald W. Willis	382-1296
<i>Grain and Feed Division</i>		
Director	Donald J. Novotny	447-6219
Deputy Director for Marketing	Steven D. Yoder	447-4168
Deputy Director for Analysis	Clyde Gumbmann	447-2009
<i>High Value Products Division</i>		
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Deputy Director for Analysis	Robert C. Tetro	382-9509

<i>Minority and Small Business Program</i>		
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<i>Horticultural and Tropical Products Division</i>		
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Deputy Director for Marketing	Richard L. Barnes	447-7931
Deputy Director for Analysis	Edmond Missiaen	447-3275
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Director	Philip L. Mackie	447-7037
Deputy Director	Michael L. Humphrey	447-8809
<i>Tobacco, Cotton, and Seeds Division</i>		
Director	Harry C. Bryan	382-9516
Deputy Director for Marketing	Mollie Iler	382-9518
Deputy Director for Analysis	John Reddington	382-9524

Foreign Agricultural Affairs

Agricultural counselors, attaches, trade officers, and other FAS officers assigned to U.S. embassies and consulates around the world play a key role in gathering global information of vital importance to U.S. agricultural trade. Originally assigned to the U.S. Department of Agriculture, the attaches were transferred to the U.S. Department of State by Executive Order in 1939. The Agricultural Act of 1954 (P.L. 690), approved August 28, 1954, provided for the attache service to be a part of the Foreign Agricultural Service of USDA.

Agricultural Trade Offices

The Agricultural Trade Act of 1978 directed the establishment of agricultural trade offices (ATO) in major centers of commerce throughout the world. This law requires a minimum of 6 and a maximum of 25 such offices to develop, maintain, and expand international markets for U.S. agricultural commodities. These offices serve as centers for export sales promotions and contact points for importers seeking to buy farm products from the United States. ATOs have been established in Algeria, Bahrain, the People's Republic of China, the Federal Republic of Germany, Iraq, Japan, Korea, Nigeria, Saudi Arabia, Singapore, Tunisia, Turkey, United Kingdom, and Venezuela.

**U.S. Agricultural Trade
and Development Missions**

The U.S. Agricultural Trade and Development Missions program was authorized by the Congress in December 1987 to encourage greater U.S. private sector and foreign country participation in U.S. agricultural trade and aid programs. The program was officially announced by the U.S. Department of Agriculture and a mission coordinator appointed on January 14, 1988. By offering specially designed combinations of U.S. trade and food assistance activities to selected countries, the goal of the program is to develop countries and customers for U.S. agricultural exports. For more information, contact:

Wayne W. Sharp
U.S. Coordinator
Agricultural Trade and Development Missions
Room 3058-S
U.S. Department of Agriculture
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Area Code (202)

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European (Non-EC Countries)	Gordon Nicks	447-6083
European (EC Countries)	Dale Douglas	447-2144
North and South America	Edwin A. Bauer	447-3221
Caribbean Basin	Franklin D. Lee	447-3221
East Asia and Pacific	Lyle Moe	447-7053
Near East, South Asia, and Africa	Verle Lanier	447-7053

**U.S. Agricultural
Representatives Abroad**

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Algeria, Algiers (also Tunisia) America Embassy rue Youcef Tayebi El Biar B.P. Box 549 (Alger-Gare) Tel: (011-213) 2786-025/ 2797-352 Telex: 61484 USAGR DZ Workweek: Saturday - Wednesday	Besa Kotati Agricultural Trade Officer	Algiers Department of State Washington, DC 20520-6030
Argentina, Buenos Aires (also Uruguay) American Embassy 4300 Colombia, 1425 Tel: (011-54-1) 774-7611 Direct Line: 774-0962 Telex: 18156 USICA AR	J. Dawson Ahalt Agricultural Counselor	American Embassy APO Miami 34034-0001
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Austria, Vienna (also Hungary and Czechoslovakia) American Embassy Boltzmanngasse 16, A-1091 Tel: (011-43-222) 315-511 Telex: 114634	Robert Svec Agricultural Counselor	American Embassy APO New York 09108
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Belgium, Brussels (also Luxembourg) American Embassy 27 Blvd. du Regent B-1000 Brussels	John Beshoar Agricultural Counselor	American Embassy APO New York 09667-1013
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Tel: (011-32-2) 513-4450 Telex: 21336 FAX: (011-32-2) 511-2725		
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Dale Good
Agricultural Trade Officer

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Korea , Seoul American Embassy 82 Sejong-Ro Chongro-Ku Tel: (011-82-2) 732-2601, ext. 4297 Telex: AMEMB 23108	George Pope Agricultural Counselor	American Embassy APO San Francisco 96301
Korea , Seoul American Embassy 63, 1-KA, Eulchi-Ro Choong-Ku, Seoul 100 Tel: (011-82-2) 732-2601, ext. 4118 Telex: K 25823 SOLATO FAX: (011-82-2) 752-5626	Howard Wetzel Agricultural Trade Officer	American Embassy APO San Francisco 96301
Malaysia , Kuala Lumpur American Embassy 376 Jalan Tun Razak P.O. Box 10035 50700 Kuala Lumpur Tel: (011-60-3) 248-9011 Telex: FCSKLMA 32956 FAX: (011-60-3) 243-2450	Frank Tarrant Agricultural Attaché	Kuala Lumpur Department of State Washington, DC 20520-4210
Mexico , Mexico City, D.F. American Embassy Paseo de la Reforma 305 Colonia Cuauhtemoc Tel: (011) 525-211-0042 Telex: 017-73-091/ 017-75-685	Leon G. Mears Agricultural Counselor	P.O. Box 3087 Laredo, TX 78044

Morocco, Rabat American Embassy 3, Charia Marrakech Tel: (011-212-7) 622-65 Telex: 31005	David W. Culver Agricultural Counselor	American Embassy APO New York 09284
Netherlands, The Hague American Embassy Lange Voorhout 102 Tel: (011-31-70) 624-911, ext. 327 Telex: 844 31704 FAX: (011-31-70) 624-911, ext. 257	Norval Francis Agricultural Counselor	American Embassy APO New York 09159
New Zealand, Wellington American Embassy 29 Fitzherbert Terrace Thorndon, Wellington Tel: (011-64-4) 722-068 Telex: NZ 3305	Evans Browne III Agricultural Attaché	American Embassy FPO San Francisco 96690-0001
Nigeria, Lagos (also Ghana and Cameroon) American Embassy 2 Eleke Crescent P.O. Box 554 Tel: (011-234-1) 610-097/ 610-050 Direct Line: 615-699 Telex: 21670 USEMLA NG	Thomas A. Pomeroy Agricultural Attaché	Lagos Department of State Washington, DC 20520-8300
Nigeria, Lagos (also Benin, Gabon, Ghana, Cameroon, Ivory Coast, Liberia, Guinea, Senegal, Sierra Leone, Togo, and Zaire) American Embassy Kings College Road P.O. Box 554 Tel: (011-234-1) 634-864/ 633-651 Telex: 21670 USATO NG	Alan K. Hemphill Agricultural Trade Officer	Lagos-ATO Department of State Washington, DC 20520-8300
Norway, Oslo American Embassy Drammensveien 18 Oslo 2, Norway Tel: (011-47-2) 448-550 Telex: 18470	Anthony Cruit Agricultural Counselor (Resides in Copenhagen)	APO New York 09085-5460

Pakistan, Islamabad American Embassy Diplomatic Enclave Ramna 5, P.O. Box 1048 Tel: (011-92-51) 826-161 Telex: 825-864 Workweek: Sunday - Thursday	Robin Tilsworth Agricultural Attaché	PSC Box 311 APO New York 09614
Peru, Lima (also Bolivia) American Embassy AID Building Larrabure y Unanue 10 Tel: (011-51-14) 333-200 Telex: 25028 PE USCOMATT	Gary C. Groves Agricultural Attaché	American Embassy APO Miami 34031
Philippines, Manila American Embassy 1201 Roxas Blvd. Tel: (011-63-2) 521-71-16 Telex: 722-27366 AME PH	Robert McConnell Agricultural Counselor	American Embassy APO San Francisco 96528
Poland, Warsaw American Embassy Aleje Ujazdowskie 29/31 Tel: (011-48-22) 283-041 Telex: 813304 USA PL	Harold L. Norton Agricultural Attaché	American Embassy Warsaw c/o AmConGen (WAW) APO New York 09213
Portugal, Lisbon American Embassy Avenida das Forcas Armadas 1600 Tel: (011-351-1) 726-6600/ 726-6659 Telex: 12528 AMEMB	Omero (Homer) Sabatini Agricultural Counselor	American Embassy APO New York 09678-0002
Romania, Bucharest (also Bulgaria) American Embassy Strada Tudor Arghezi 7-9 Tel: (011-40-0) 104-040 Telex: 11416	Steve Washenko Agricultural Attaché (Resides in Belgrade)	AmConGen APO New York 09213 (BUH)

Saudi Arabia , Jeddah (also North Yemen) American Consulate General Palestine Road Tel: (011-966-2) 661-2408/ 667-6196 Telex: 604683 USATO SJ FAX: (011-966-2) 667-6196 Workweek: Saturday - Wednesday	John A. Williams Agricultural Trade Officer	American Consulate General APO New York 09697
Singapore (also Brunei) American Embassy 541 Orchard Road, 08-04 Liat Towers Singapore 0923 Tel: (011-65) 737-1233/ 734-1820 Telex: RS55318 USDA FAX: (011-65) 732-8307	Geoffrey Wiggin Agricultural Trade Officer	American Embassy FPO San Francisco 96699-0001
South Africa , Pretoria (also Botswana, Lesotho, Swaziland, and Zimbabwe) American Embassy 225 Pretorius Street Transvaal Tel: (011-27-12) 284-266 Telex: 322-143 FAX: (011-27-12) 284-266 ext. 259	Roger Puterbaugh Agricultural Attaché	Pretoria Department of State Washington, DC 20520-9300
Spain , Madrid American Embassy 51 Serrano Tel: (011-34-1) 276-3400/ 276-3600 Direct Line: 431-2998 Telex: 27763 FAX: (011-34-1) 276-8063	Edmund L. Nichols Agricultural Counselor	American Embassy APO New York 09285
Sweden , Stockholm (also Finland) American Embassy Strandvagen 101, Stockholm S-11527 Tel: (011-46-8) 783-5300 Telex: 12060 AMEMB S FAX: (011-46-8) 653-303	Shackford Pitcher Agricultural Attaché	Stockholm Department of State Washington, DC 20520-5750

Switzerland, Bern American Embassy 93 Jubilaeumstrasse 3005 Bern Tel: (011-41-31) 437-276 Direct Line: 437-278 Telex: (845) 912603 USEM-CH FAX: (011-41-22) 314-591	Robert Simpson Agricultural Counselor	Bern Department of State Washington, DC 20520-5110
Switzerland, Geneva U.S. Mission to the European Office of the UN and Other International Organizations Botanic Building Ave. de la Paix 1202 Geneva Tel: (011-41-22) 32-09-70 Telex: 22103 USMIO CH FAX: (011-41-22) 314-591	James A. Truran Agricultural Counselor	Geneva Department of State Washington, DC 20520-5120
Syria, Damascus American Embassy Agha Building, 5th Floor Zendubia Taleb, Welt Malki Damascus Tel: (011-963-11) 332-315/332-814 Telex: 411919 USDAMA SY	W. Garth Thorburn Agricultural Counselor (Resides in Turkey)	Damascus Department of State Washington, DC 20520-6110
Taiwan, Taipei American Institute in Taiwan 7/9, Lane 134, Hsin Yi Road Section 3 Tel: (011-886-2) 709-2000 Telex: 23890 USTRADE	Kenneth Howland Agricultural Officer	American Institute in Taiwan P.O. Box 1612 Washington, DC 20013
Thailand, Bangkok American Embassy 95 Wireless Road Tel: (011-66-2) 252-5040, ext. 2468 Telex: 20966 FCS BKK TH FAX: (011-66-2) 254-2543	Weyland Beeghly Agricultural Attaché	American Embassy Box 41 APO San Francisco, 96346-0001
Tunisia, Tunis American Embassy 6, rue St. Fulgence, 1002 Tel: (011-216-1) 782-566 Telex: 14307 USATO	Besa Kotati Agricultural Trade Officer (Resides in Algeria)	Tunis-ATO Department of State Washington, DC 20520-6360

Turkey, Ankara (also Syria and Lebanon) 110 Ataturk Blvd. Kavaklıdere Tel: (011-90-4) 126-54-70 Direct Line: 126-08-55 Telex: 43144 USIA TR	W. Garth Thorburn Agricultural Counselor	American Embassy APO New York 09254
Turkey, Istanbul American Consulate General 104/108 Mesrutiyet CAD Tepebaşı, Istanbul Tel: (011-90-1) 151-3602 Telex: 24077 ATOT TR	Theodore Horoschak Agricultural Trade Officer	CG-Istanbul APO New York 09380-1000
Union Of Soviet Socialist Republics, Moscow American Embassy Ulitsa Chaykovskogo 19/21/23 Tel. (011-7-096) 252-2451 thru 59 Telex: 413160 USGSO SU	William P. Huth Agricultural Counselor	American Embassy-AGR APO New York 09862-5438
United Arab Emirates, Dubai American Consulate General P.O. Box 9343 Dubai International Trade Center Tel: (011-971-2) 471-115 Telex: 98346031 BACCUS EM (Workweek: Saturday - Wednesday)	Pitamber (Dev) Devgon Agricultural Trade Officer (Resides in Bahrain)	Dubai Department of State Washington, DC 20520-6020
United Kingdom, London (also Ireland) American Embassy 24/31 Grosvenor Square W1A 1AE Tel: (011-44-1) 499-9000, ext. 2465 Telex: 266777 FAX: (011-44-1) 409-2019	Rolland E. Anderson Agricultural Counselor	American Embassy Box 48 FPO New York 09509
United Kingdom, London American Embassy 101 Wigmore Street, W1H 9AB Tel: (011-44-1) 499-0024 Telex: 296009 USAGOF FAX: (022-44-1) 493-5526	Robert D. Fondahn Agricultural Trade Officer	American Embassy Box 48 FPO New York 09509

Venezuela, Caracas
(also Barbados, Guyana,
Netherlands Antilles, Suriname,
and Trinidad and Tobago)
American Embassy
Avenida Francisco de Miranda
and Avenida Principal de la
Floresta
Tel: (011-58-2) 284-6111/7111
Telex: 25501 AMEMB VE
FAX: (011-58-2) 284-5412

Lloyd J. Fleck
Agricultural Counselor

American Embassy
APO Miami 34037

Venezuela, Caracas
(also Barbados, Guyana,
Netherlands Antilles, Suriname,
Trinidad and Tobago and
Colombia)
American Embassy
Avenida Francisco de Miranda
and Avenida Principal de la
Floresta, Floor 18, Tower C,
Centro Plaza, Los Palos
Grandes, Caracas 1060
Tel: (011-58-2) 283-2599/
283-2353
Telex: 29119-USATO-VC
FAX: (011-58-2) 284-5412

William Westman
Agricultural Trade
Officer

American Embassy
APO Miami 34037-3140

Yugoslavia, Belgrade
American Embassy
50 Kneza Milosa
11000 Belgrade
Tel: (011-38-11) 645-655
Telex: 11529 AMEMBA YU

Steve Washenko
Agricultural Attaché

AmConGen (BEG)
APO New York 09213

Sample Mailing Address

Below are the three accepted forms for addressing mail to an overseas post using the agricultural attache of the American Embassy in Jakarta, as an example:

APO/FPO Address

Agricultural Attaché
American Embassy
APO San Francisco
96356-0001

Department of State Pouch Address

Agricultural Attaché
Jakarta
Department of State
Washington, DC 20520-8200

Sample Mailing Address

Below is another sample of accepted forms for addressing mail to an overseas post using the agricultural attache of the American Embassy in Jakarta, as an example:

International Address

Agricultural Counselor
American Embassy
Medan Merdeka Selatan 5
Jakarta, Indonesia

NOTE: Show USEC or OECD after American Embassy where appropriate.

Export Publications

The FAS issues a variety of publications to assist agricultural exporters. Of particular interest are the following:

AgExporter

This monthly magazine for U.S. businesses selling farm products overseas provides tips on how best to break into exporting, descriptions of the markets with the greatest sales potential, and export assistance available from the USDA. Concise and readable articles are generally accompanied by tables and graphs to let readers know at a glance what's going on overseas. Every month regular news departments provide short wrap-ups of foreign buying trends, new competitors and products, trade policy developments, and promotion activities going on around the world.

The annual subscription rate is \$11 domestic; \$14 foreign. Order from The Information Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4642-S, Washington, DC 20250-1000.

Foreign Agriculture Circulars

These periodic commodity reports provide agricultural exporters with timely, reliable information on the needs of foreign buyers, changing consumer preferences, and the supply and demand situation in countries around the world. World agricultural information and updates on special FAS export services for the food and agricultural trade are highlighted.

The monthly World Agricultural Production circular provides USDA's estimates on the production of wheat, rice, coarse grains, oilseeds, and cotton in major countries and selected regions of the world. The following circulars also are available: World Cocoa Situation; World Coffee Situation; World Cotton Situation; Dairy, Livestock and Poultry; Export Trade and Prospects; Meat and Dairy Monthly Imports; World Dairy Situation; World Livestock and Poultry Situation; World Grain Situation and Outlook; Export Markets for U.S. Grain and Products; USSR Grain Situation and Outlook; Horticultural Products Review; World Oilseed Situation and Market Highlights; U.S. Seed Exports; World Sugar and Molasses Situation and Outlook; World Honey Situation; World Tea Situation; U.S. Spice Trade; U.S. Essential Oil Trade; World Tobacco Situation; and Wood Products: International Trade and Foreign Markets.

FAS circulars are available through subscription. For a price list and an order blank, write to the Information Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4644-S, Washington, DC 20250-1000.

Electronic Dissemination of Trade Leads

For more than 10 years, the FAS has been supplying trade leads to the U.S. agricultural export community. During 1986, more than 3,600 trade leads came in from 70 countries. The Trade Leads program was principally responsible for an estimated \$150 million in sales by U.S. export companies in 1986.

Electronic access to trade leads is available on a daily basis within 24 hours of their release through USDA's Electronic Dissemination of Information (EDI) service. To subscribe to EDI, contact Martin Marietta at (301) 982-6877. Two other companies provide this service for fees between \$300 and \$500 per year. To access the trade inquiries, a mini-computer with a modem and communications software is needed. Listed below are the companies and persons to contact directly to receive this service.

Brett Jenkin
Agridata Resources, Inc.
330 East Kilbourn
Milwaukee, WI 53203
Tel: (800) 558-9044

Ron Heinz
Dialcom, Inc.
Suite 307-W, 600 Maryland
Avenue, S.W.
Washington, DC 20024
Tel: (202) 488-0550

Weekly Roundup of World Production and Trade

This report presents current news and statistics on various commodities and a summary of recent developments in world production and trade. There is no charge for this report which can be mailed only to addresses within the United States. Order from the Information Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 5918-S, Washington, DC 20250-1000.

U.S. Export Sales Report

This weekly publication provides timely reporting of outstanding sales and accumulated exports of major agricultural commodities. This report, based on activity submitted by private exporters by commodity and country of destination, is available upon request from FAS. It is available in hard copy and through USDA's EDI service.

News Releases

These reports announce agreements and allocations for farm exports covered under the Public Law 480 (Food for Peace), the GSM-102 and GSM-103 Export Credit Guarantee Programs, the Export Enhancement Program (EEP), and the Targeted Export Assistance (TEA) program. For 24-hour information on export credit guarantee activities, call (202) 472-1621. For 24-hour information on EEP activities call (202) 447-2043.

In addition, FAS also publishes the Sugar Import Notice which gives the weekly status of sugar imports under the U.S. quota system.

Services to Exporters

Agricultural Information and Marketing Services (AIMS)

The Agricultural Information and Marketing Services (AIMS) is an export expansion program offered by the USDA's Foreign Agricultural Service. It provides foreign trade opportunities and contacts to U.S. food and agricultural businesses by collecting and publicizing information on foreign buyers and advertising U.S. export availability. The export marketing services offered by AIMS are Trade Leads, Buyer Alert, Foreign Buyer Lists, and U.S. Supplier Lists.

**Trade Leads in the
Journal of Commerce**

Select export opportunities, supplied by the U.S. Department of Agriculture, are published daily in *The Journal of Commerce*. *The Journal of Commerce* subscription charge is \$205 for 1 year and \$108 for 6 months. For subscription information, contact:

The Journal of Commerce
110 Wall Street
New York, NY 10005
Tel: (212) 425-1616 or (800) 221-3777

Trade Leads in Export Briefs

Export Briefs is a weekly bulletin of all trade leads received and processed by AIMS. In addition, *Export Briefs* highlights upcoming trade shows, foreign trade developments and changes and updates in trade policy throughout the world. The subscription fee for *Export Briefs* is \$75 per year. For assistance in ordering *Export Briefs* call (202) 475-3416.

Buyer Alert

Buyer Alert allows U.S. companies to advertise their food products in major markets around the world on a weekly basis. Using high-speed telecommunications, the AIMS staff in Washington, DC, forwards product announcements to interested overseas buyers.

Foreign Buyer Lists

The AIMS staff maintains a database of approximately 13,000 foreign firms from over 70 countries. American firms can obtain lists and match their products with prospective buyers. Foreign Buyer Lists provide company name, contact, address, telephone, telex, cable, and/or facsimile number. The lists can be formatted to provide foreign buyers by product for the entire world; or foreign buyers by country for all products.

Lists are available from two sources. One list, called Historical Trade Leads, provides the names and addresses of companies which have submitted an inquiry through the trade lead system during the past 3 years. The other list, called Foreign Buyer's Database, is provided by U.S. agricultural attaches, counselors, and trade officers overseas. There are generally more company names on the Foreign Buyer's Database list than on the Historical Trade Leads listing. Buyer lists are available at a cost of \$15 per list.

U.S. Supplier Lists

U.S. Supplier Lists are designed to meet the needs of prospective exporters seeking sources of U.S. food and agricultural products. The lists include name, address, telephone/telex/FAX, SIC code, primary product handled, 1-year sales information, and year the firm was established. Lists are available by individual SIC number at a cost of \$15 per request.

Mailing Address:

Agricultural Information and Marketing Service
Foreign Agricultural Service
U.S. Department of Agriculture
Room 4951-S
Washington, DC 20250-1000
Tel: (202) 447-7103
Telex: 7400232 BUYER UC
FAX: (202) 472-4374

International Trade Shows

The USDA, through the Foreign Agricultural Service, offers a cost-effective service for U.S. firms to explore foreign markets. FAS organizes national pavilions in major international food shows throughout the world. Participation includes individual booths, a trade lounge, advance public relations work, product shipment, and customs clearance for the show. For a current copy of the trade show calendar please call (202) 447-7103.

Export Product Review Program

Labeling is an important sales point in any export venture. The Foreign Agricultural Service's Export Product Review Program (EPR) can provide up-to-date information on labeling and ingredient regulations in a target foreign country before samples are shipped. To find out if your product label and ingredients meet the requirements of a foreign country, you can send your product label and ingredients list to FAS for evaluation.

By having products reviewed in the targeted foreign country in advance, the program has helped open the door to export opportunities for many U.S. food products. This allows exporters to meet foreign requirements and alleviates potential customs problems. The High Value Products Division processes requests for product review. A fee is charged for this service.

All product information must be submitted on the "Application for Product Review" form (FAS-633), available at the address below:

Export Product Review Program
Foreign Agricultural Service
U.S. Department of Agriculture
Room 4951-S
Washington, DC 20250-1000
Tel: (202) 475-3408

Targeted Export Assistance (TEA) Program

The High Value Products Division is the point of contact for food products firms and organizations wishing to take advantage of Targeted Export Assistance (TEA) program resources. The TEA program provides funds to promote products that have encountered unfair foreign trade barriers or competition in other countries, i.e., export subsidies. Market development activities are approved by FAS, and cost sharing for the approved programs is required.

Liaison With State Departments of Agriculture

The High Value Products Division works closely with State departments of agriculture and related organizations to promote food exports. The State departments of agriculture and their umbrella organizations disseminate High Value Products Division information and participate in FAS-sponsored events. They are a reference source for firms in their area desiring export market information.

For more information on these programs and for general information on exporting food products, contact:

High Value Products Division
Foreign Agriculture Service
U.S. Department of Agriculture
Room 4951-S
Washington, DC 20250-1000
Tel: (202) 447-3031

Minority and Small Business Program

The Minority and Small Business Program provides small and minority companies with a broad range of supportive services and assistance in selling their products overseas, as follows:

Assist businesses in identifying, developing, and evaluating regional and country, market-oriented promotional programs.

Assist firms in identifying, planning, and executing foreign trade exhibitions and appropriate follow-up and follow-through.

Assist businesses in developing long- and short-range overseas sales objectives.

Assist companies in identifying available resources to effectuate export opportunities for U.S. agricultural products.

Assist firms in identifying and acquiring technical expertise needed to capitalize on export sales opportunities.

Assist agricultural business firms in participating in major FAS-sponsored trade exhibits at reduced participation fees.

The purpose of this program is to provide a mechanism by which small and minority businesses can participate in international trade with FAS assistance and promote the agricultural exports of small and minority companies.

Further information may be obtained from:

Minority and Small Business Program
Foreign Agricultural Service
U.S. Department of Agriculture
Room 4951-S
Washington, DC 20250-1000
Tel: (202) 382-9498

Related Agencies

Office of Transportation

The USDA's Office of Transportation (OT) is the center for all transportation matters--domestic and international. It develops transportation policies and programs and represents the interests of agriculture and rural communities with other government agencies. In addition, the OT supplies technical assistance and information, identifies barriers, and estimates adverse effects on transport systems in agriculture. It also administers a program of economic assistance and technical research and development. Further information may be obtained from:

Martin F. Fitzpatrick, Administrator
Tel: (202) 653-6060

James R. Snitzler, Director, International Division
Tel: (202) 653-6275

Mailing Address:

1405-Auditors Building
Washington, DC 20250

(Temporary Location):

2121 K Street, N.W., 4th Floor
Washington, DC 20036

The International Division of the OT seeks to increase U.S. agricultural exports through providing technical assistance and economic and technological research to producer groups and exporters to resolve international transportation problems and thus enhance the competitiveness of the agricultural sector in world markets.

The Division publishes the World Agri-Transport Report, a monthly periodical that provides up-to-date information on foreign agricultural trade, U.S. and foreign port development, ocean and air transportation, and current trends in the transportation industry. The editor is Thomas M. Poerstel, Assistant to the Director, International Division, tel. (202) 653-6275.

Transportation Services

American Association of Port Authorities

1010 Duke Street
Alexandria, VA 22314
Tel: (703) 684-5700

A corporate body that provides an organizational resource to all of the 70 major ports in the United States. Dedicated to the port industry and the professionalism of port managers. The American Association of Port Authorities' mission is to facilitate port development, promote the prestige of the ports, analyze significant issues, and represent the port industry in appropriate national and international government forums.

American Trucking Association

2200 Mill Road
Alexandria, VA 22314
Tel: (703) 838-1700

A national federation of 51 independent and autonomous state trucking associations that represent all classes and types of trucking operations, and 13 independent and autonomous conferences that represent special classes or types of trucking operations.

Animal Air Transportation Association P.O. Box 441110 619 Broadcreek Drive Fort Washington, MD 20744 Tel: (301) 292-1970	A forum for those engaged in the transportation of animals and related services. The organization is concerned with air, surface, and marine transport, plus animal handling and care before and after shipment. The association provides a clearinghouse of information and ideas, a means for making research needs known, and a channel for disseminating research findings. The Animal Air Transportation Association conducts an annual conference and publishes conference proceedings.
Association of American Railroads 50 F Street, N.W., Suite 3402 Washington, DC 20001 Tel: (202) 639-2100	The central corresponding and research agency in railroad operation and maintenance, engineering, research safety, accounting, finance, valuation, taxation, legislation, and transportation.
Federal Maritime Commission (Office of Managing Director) 1100 L Street, N.W. Washington, DC 20573 Tel: (202) 523-5800	An independent agency that administers the regulatory statutes affecting water common carriers engaged in U.S. foreign and certain domestic offshore trade.
Office of International Transportation and Trade U.S. Department of Transportation 400 Seventh Street, S.W. Washington, DC 20590 Tel: (202) 366-4368	The U.S. Department of Transportation carries out an international cooperation program which shares transportation experience and technology with other countries under various bilateral and multilateral arrangements and through participation in international organizations. The objective of this program is to reduce research costs and duplication of parallel national efforts, to find solutions to problems of mutual concern, to support U.S. foreign policy, and to promote sales of U.S. transportation equipment and technology.
Saint Lawrence Seaway Development Corporation U.S. Department of Transportation 400 Seventh Street, S.W., Room 5424 Washington, DC 20590 Tel: (202) 366-0091	A corporation that oversees the operation of the two American locks owned by the United States. The agency also works in conjunction with its Canadian counterpart in the overall running of the seaway.

**Office of Marketing and
Domestic Enterprise
U.S. Maritime Administration**
400 Seventh Street, S.W.,
Room 7214
Washington, DC 10590
Tel: (202) 366-4721

An office that provides information and assistance in the use of ocean vessels for marketing in ports, intermodal movements, and domestic water transportation. Regional and area offices are located in eight domestic marketing centers in the United States.

**Air Transport Association
of America**

1709 New York Avenue, N.W.
Washington, DC 20006-5206
Tel: (202) 626-4128

The Air Transport Association of America (ATAA) is an industry trade and service organization representing the majority of U.S. scheduled airlines. Within the ATAA, the Air Cargo Council is responsible for the development and implementation of air cargo service programs which facilitate the movement of goods within the United States and across international borders. It also works with the USDA and the shipping community to meet technical needs and requirements for air transportation of all agricultural products.

**Animal and Plant Health
Inspection Service**

The Animal and Plant Health Inspection Service (APHIS) is responsible for the inspection and certification of animals, plants, and agricultural products to meet health and/or sanitation requirements for export. Agency veterinarians inspect animals, poultry, and animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nations.

In addition, APHIS offices provide U.S. exporters with import requirements of foreign nations for livestock and plants.

The following contacts are restricted to those officials within APHIS whose duties are limited to export services:

Plant Protection and Quarantine (PPQ)

Leonard M. Crawford
Chief Staff Officer
USDA, APHIS, PPQ
Export Certification Unit
Room 669, Federal Center Building
6605 Belcrest Road
Hyattsville, MD 20780
Tel: (301) 436-8537

Donald G. Gunther
Assistant Staff Officer
USDA, APHIS, PPQ
Export Certification Unit
Room 669, Federal Center Building
6605 Belcrest Road
Hyattsville, MD 20780
Tel: (301) 436-8537

Veterinary Services (VS)

Dr. David Herrick
Chief Staff Veterinarian
USDA, APHIS, VS
Import-Export Operations Staff
Room 764, Federal Center Building
6605 Belcrest Road
Hyattsville, MD 20780
Tel: (301) 436-8590

Dr. George O. Winegar
Senior Staff Veterinarian
USDA, APHIS, VS
Export Animal Staff
Room 761, Federal Center Building
6605 Belcrest Road
Hyattsville, MD 20780
Tel: (301) 436-8383

Food Safety and Inspection Service

USDA inspection of meat and poultry products assures that the product at the time of export certification is sound, properly labeled, U.S. inspected and passed, and meets any requirements of the intended importing country.

International Programs**Office of the Deputy Administrator**

Patricia F. Stolfa
Deputy Administrator
Food Safety and Inspection Service
U.S. Department of Agriculture
Room 341-E, Administration Building
Washington, DC 20250
Tel: (202) 447-3473

Dr. Wallace I. Leary
Veterinary Attaché
U.S. Mission to European Community
APO New York 09667
(Brussels, Belgium)
Tel: (011-32-2) 513-4450, ext. 2760

Deputy Director - Dr. Wayne Weber (202) 447-9051
Staff Officer - Dr. Karen Wright (202) 447-9051
Staff Officer - Yvonne Brown (202) 447-9051
Staff Officer - Dr. M. H. Chaudry (202) 447-9052

Dr. William Havlik
Acting Assistant Deputy Administrator
Food Safety and Inspection Service
U.S. Department of Agriculture
Room 341-E, Administration Building
Washington, DC 20250
Tel: (202) 447-3473

Dr. Robert E. Fetzner
Director, Export Coordination Division
Food Safety and Inspection Service
U.S. Department of Agriculture
Room 0036-S
Washington, DC 20250
Tel: (202) 447-9051

U.S. Regional Offices**Western Region**

(Alaska, American Samoa, Arizona,
California, Colorado, Guam, Hawaii, Idaho,
Mariana, Montana, Nevada, North Dakota,
Oregon, South Dakota, Utah, Washington,
and Wyoming)

Dr. J. Harbottle, Acting Director
Building 2C - Room 102
620 Central Avenue
Alameda, CA 94501
Tel: (415) 273-7402
FTS: 536-7402

Southwestern Region

(Arkansas, Kansas, Louisiana, Missouri,
Nebraska, New Mexico, Oklahoma, and
Texas)

Dr. M. Wagquespack, Director
1100 Commerce Street, Room 5-F41
Dallas, TX 75242
Tel: (214) 767-9116
FTS: 729-9116

North Central Region

(Illinois, Indiana, Iowa, Michigan,
Minnesota, Ohio, and Wisconsin)

Dr. K. O. McDoug, Director
607 East 2nd Street
Des Moines, IA 50309
Tel: (515) 284-6300
FTS: 862-6300

Southeastern Region

(Alabama, Delaware, District of Columbia, Florida, Georgia, Kentucky, Maryland, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, Virginia, Virgin Islands, and West Virginia)

Dr. J. D. Willis, Director
1718 Peachtree Street, N.W., Room 216
Atlanta, GA 30309
Tel: (404) 347-3911
FTS: 257-3911

Northeastern Region

(Connecticut, Maine, Massachusetts, New Jersey, New Hampshire, New York, Pennsylvania, Rhode Island, and Vermont)

Dr. C. E. Harmon, Director
1421 Cherry Street, 7th Floor
Philadelphia, PA 19102
Tel: (215) 597-4217
FTS: 579-4217

Food Quality Acceptance Service

The Food Quality Acceptance Service, provided by USDA's Agricultural Marketing Service (AMS), is available to foreign buyers to assure that any product shipped overseas meets contract specifications. To apply for the service, which is operated on a user-fee basis, foreign buyers must submit to AMS the specification or contract in advance. The AMS will review the contract and will work with the buyers in writing a specification that can be certified. The requirements for USDA certification can be made a part of the purchase contract.

USDA has grade standards for a wide variety of food products, including shell eggs.

Contacts for AMS Acceptance Services

Dairy

Richard Webber, Chief
Dairy Grading Branch
Dairy Division, AMS
Room 2750-S
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Tel: (202) 382-9382

Poultry and Egg

Larry W. Robinson, Chief
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Poultry Division, AMS
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Fruit and Vegetable

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Fresh Products Branch
Fruit and Vegetable Division,
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Joe A. Fly, Chief
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Meat Grading

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Economic Research Service**International Economics Division**

The International Economics Division (IED) of the Economic Research Service conducts research and analyses of international agricultural and economic developments. The IED analyzes the supply and demand of internationally traded agricultural commodities, and collects and interprets current information on agricultural and economic developments. It also forecasts utilization, stocks, trade, and prices for food and agricultural products for the world, regions, and individual countries. Analyses and research are conducted in support of foreign market development.

The IED is organized into six regional and three functional branches. Each regional branch focuses on a particular geographic area and conducts research analysis and intelligence missions. The functional branches cover agricultural development, trade policy, and world analysis.

To receive information about the ERS publications and technical reports, write or call:

Information Staff

Economic Research Service
U.S. Department of Agriculture
1301 New York Avenue, N.W., Room 208
Washington, DC 20005-4788
Tel: (202) 786-1512

Agricultural Research Service

The Agricultural Research Service (ARS) works to improve farm production, processing, and marketing. The ARS provides exporters with information, research, and consultations on transportation, packaging, storage, refrigeration, market diseases and disorders, insect control, and pesticide residues for domestic and foreign marketing. It also publishes studies on the best ways to select, pack, and ship for export.

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State Departments of Agriculture and Associated Organizations

National Association of State Departments of Agriculture

The National Association of State Departments of Agriculture is a nonprofit, nonpartisan organization of the 50 State departments of agriculture and those from the trust territories of Puerto Rico, Guam, American Samoa, and the Virgin Islands. Members of this organization are the commissioners, secretaries, and directors of the departments of agriculture in the States and four territories.

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Telex: 9103500181 NASDA UD
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Robert Amato, Assistant Executive Secretary
Gordon C. Miller, Administrative Assistant

Eastern U.S. Agricultural and Food Export Council, Inc.

Ten northeastern State departments of agriculture formed this organization to promote the exports of food and other agricultural products from Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

Two World Trade Center, Suite 2717
New York, NY 10047
Tel: (212) 432-0020
Telex: 420859 EUSAFC
TWX: 710-581-5296
FAX: (212) 488-2053

Christopher Catranis, Executive Director

Mid-America International Agri-Trade Council

The Mid-America International Agri-Trade Council (MIATCO) is a nonprofit corporation that promotes the export of agricultural products worldwide. MIATCO's members are Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

820 Davis Street, Suite 212
Evanston, IL 60201
Tel: (312) 866-7300
Telex: 880179 MIATCO CGO
FAX: (312) 866-7413

Drayton Mayers, Executive Director

Southern United States Trade Association

The Southern United States Trade Association (SUSTA) is an association of the departments of agriculture of 15 southern States and the Commonwealth of Puerto Rico. SUSTA promotes food and other agricultural exports from its member States. Members are Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, Puerto Rico, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

World Trade Center, Suite 346
New Orleans, LA 70130
Tel: (504) 568-5986
Telex: 287859 SUSTA UR
FAX: (504) 568-6010

Ray Lozano, Executive Director
Scott Hansen, Assistant Director

**Western U.S. Agricultural
Trade Association**

Eleven western State departments of agriculture and two territories formed the Western U.S. Agricultural Trade Association (WUSATA) to promote food and other agricultural exports from its member States. WUSATA members are Alaska, American Samoa, California, Colorado, Guam, Hawaii, Idaho, Montana, New Mexico, Oregon, Utah, Washington, and Wyoming.

13101 N.E. Highway 99, Suite 200
Vancouver, WA 98686-2786

Tel: (206) 574-2627
Telex: 298572 NEA UR
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State Departments of Agriculture

This list includes other agencies because some State departments of agriculture do not have the primary responsibility for export development. An asterisk (*) denotes the primary contact in each State for export information and assistance to private traders in developing food and agricultural exports.

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Alaska Department of Natural Resources Division of Agriculture P.O. Box 949 Palmer, AK 99645-0949 Mark A. Weaver, Commissioner Tel: (907) 465-2400 FAX: (907) 745-7112 *Edward D. Kern, Development Specialist Tel: (907) 745-7200	Melvin C. Tucker, Director Tel: (501) 255-1598 FAX: (501) 371-7691 Maria L. Haley, Marketing Director Arkansas Industrial Development Commission Tel: (501) 682-1121 *Charles E. Smith, Agricultural Marketing Manager Tel: (501) 682-1121 Telex: 536433 AIDC LRK	Connecticut Department of Agriculture State Office Building 165 Capitol Avenue, Room 273 Hartford, CT 06106 Kenneth B. Andersen Commissioner Tel: (203) 566-4667 *Kenneth W. Veit, Chief Division of Markets Tel: (203) 566-4276 David Nisely, International Marketing Specialist Tel: (203) 566-4667
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*Edward Lowe, Director of Marketing
Tel: (515) 281-5993
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U.S. Agricultural Export Development Council

Since its establishment in February 1980, the Council has served as liaison between FAS and producer/agribusiness organizations participating in the cooperator/foreign market development and export incentive programs established by FAS.

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FAS/Cooperator Market Development Program

The cooperator program is one of the oldest FAS market development efforts abroad. Projects are conducted by FAS, in cooperation with nonprofit commodity trade associations, to promote U.S. products ranging from soybeans to leather to logs.

Cooperator projects acquaint potential foreign customers with U.S. agricultural products to show them how these products might be used to their benefit. This helps create or stimulate demand for U.S. exports.

FAS and the cooperators share the financing of these projects, which are carried out by the cooperators under FAS supervision.

U.S. Home Offices of Market Development Cooperators

Dairy, Livestock, and Poultry

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California Table Grape Commission	101 Wigmore Street London, W1H 9AB	c/o Agricultural Trade Office 101 Wigmore Street London, W1H 9AB
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Contractors Under the Market Development Export Incentive Program

The Export Incentive Program (EIP) helps private U.S. firms promote their branded products overseas to develop, maintain, or expand their export markets. Under the program, FAS reimburses firms for a portion of their export promotion expenditures. Reimbursement is determined by the level of exports and promotional activities. Approval of a program is based on criteria such as the probable success in maintaining or increasing consumption of U.S. products, long-range contributions to U.S. agricultural exports, the importance of exports to U.S. agriculture and the balance of payments, and competition in the export markets. Current participants are:

Current Participants

Bud Antle, Inc. P.O. Box 1759 Salinas, CA 93902 A. J. Navaroli, Director International Sales Tel: (408) 754-5243	Mayfair Packing Company 101 Park Center Plaza, Suite 1108 San Jose, CA 95113 Kazuo Yanase, General Manager (Asian Operations) Tel: (408) 292-7737	Sunkist Growers, Inc. P.O. Box 7888 - Valley Annex Van Nuys, CA 91409 William K. Quarles, Vice President, Government Affairs Tel: (818) 986-4800
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California Independent Almond Growers Association P.O. Box 1 Ballico, CA 95303 Henry Rate, Marketing Manager Tel: (209) 667-4855	Ocean Spray Cranberries, Inc. Water Street Plymouth, MA 02360 James J. Keating, Managing Director International Operations Tel: (617) 747-1000	Sun World, Inc. 83-203 Indio Boulevard Indio, CA 92201 Robert Nies, Vice President Tel: (619) 347-0581/8693
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U.S. Department of Commerce

United States and Foreign Commercial Service

The United States and Foreign Commercial Service within the International Trade Administration of the U.S. Department of Commerce provides export services including identification of foreign market opportunities, market research, sponsorship of overseas sales missions, participation in trade shows in foreign countries, export counseling, and reports on overseas traders.

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Fisheries Trade Promotion
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Colorado, District Office)

National Marine Fisheries Service

Within the National Oceanographic and Atmospheric Administration of the U.S. Department of Commerce, the National Marine Fisheries Service (NMFS) addresses trade problems impacting U.S. fishery exports in coordination with the United States Trade Representative, the International Trade Administration, and the International Trade Commission. The NMFS is concerned with fisheries trade issues for U.S. markets in Japan, Canada, and the European Community and also provides export inspection services and develops product standards.

For information on trade matters contact:

Terry Ellington Office of Industry Services National Marine Fisheries Service 1825 Connecticut Avenue, N.W. Washington, DC 20235 Tel: (202) 673-5492 FAX: (202) 673-5443	Fisheries Development Division 300 South Ferry Street Room 2016 Terminal Island, CA 90731 Tel: (213) 514-6677	Fisheries Development Division Duval Building 9450 Koger Boulevard St. Petersburg, FL 33702 Tel: (813) 893-3394
Fisheries Services Division P.O. Box 1109 Gloucester, MA 09130 Tel: (617) 281-3600 Telex: 940007 NMFS GLOS	Fisheries Development Division P.O. Box 1668 Juneau, AK 99802 Tel: (907) 586-7224 Telex: 45377 NMFS AKR JNU	Fisheries Development Division 7600 San Point Way BIN C 15700 Seattle, WA 98115 Tel: (206) 527-6117 Telex: 910-44-2786 NMFS SEA

Export Inspection Services

The NMFS inspects and analyzes fishery commodities for export and issues official U.S. Government certificates attesting to the findings. It can provide bilingual certificates for shipments to France and Belgium.

The NMFS inspection and certification and/or analytical services are available on a fee-for-service basis for the following:

- Origin and species of fish.
- Sanitary condition of processing facilities.
- Product inspection for wholesomeness, safety, and suitability for human consumption.
- Chemical, biological, and physical tests for adulterants, contaminants, and microconstituents.

- Quantity of contents in terms of net and drained weight.
- Appropriateness of labeling and packaging integrity.
- Other factors requested by applicant.

For assistance with product standards and fishery product inspection services contact:

Phyllis Bentz
National Marine Fisheries
Service
1825 Connecticut Avenue,
N.W.
Washington, DC 20235
Tel: (202) 673-5374

Or, contact the office nearest you:

Northeast Inspection Office
P.O. Box 1188
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Gloucester, MA 09130
Tel: (617) 281-3600

Southeast Inspection Office
Duval Building
9450 Koger Boulevard
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Tel: (813) 893-3155

Western Inspection Office
5600 Rickenbacker Road,
Building 7
Bell, CA 90201
Tel: (213) 267-6734

Foreign Embassies in the United States

Embassies can provide general information on economic and political conditions, duties, regulations, and travel in their countries. Specific questions on duties and trade regulations should usually be referred to the foreign consulates located at many leading U.S. ports.

Afghanistan

Embassy of the Democratic Republic of Afghanistan
2341 Wyoming Avenue, N.W.
Washington, DC 20008
Tel: (202) 234-3770

Algeria

Embassy of the Democratic and Popular Republic of Algeria
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Australia

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Embassy of Austria
2343 Massachusetts Avenue, N.W.
Washington, DC 20008
Tel: (202) 483-4474

Bahamas

Embassy of the Commonwealth of the Bahamas
Suite 865, 600 New Hampshire Ave., N.W.
Washington, DC 20037
Tel: (202) 944-3390

Bahrain

Embassy of the State of Bahrain
3502 International Drive, N.W.
Washington, DC 20008
Tel: (202) 342-0741

Bangladesh

Embassy of the People's Republic of Bangladesh
2201 Wisconsin Avenue, N.W.
Washington, DC 20007
Tel: (202) 342-8372

Barbados

Embassy of Barbados
2144 Wyoming Avenue, N.W.
Washington, DC 20008
Tel: (202) 939-9200

Belgium

Embassy of Belgium
3330 Garfield Street, N.W.
Washington, DC 20008
Tel: (202) 333-6900

Belize

Embassy of Belize
1575 I Street, N.W., Suite 695
Washington, DC 20005
Tel: (202) 289-1416

Benin

Embassy of the People's Republic of Benin
2737 Cathedral Avenue, N.W.
Washington, DC 20008
Tel: (202) 232-6656

Bolivia

Embassy of Bolivia
3014 Massachusetts Avenue, N.W.
Washington, DC 20008
Tel: (202) 483-4410

Botswana

Embassy of the Republic of Botswana
Suite 404, 4301 Connecticut Avenue, N.W.
Washington, DC 20008
Tel: (202) 244-4990

Brazil

Brazilian Embassy
3006 Massachusetts Avenue, N.W.
Washington, DC 20008
Tel: (202) 745-2700

Brunei

Embassy of the State of Brunei Darussalam
Watergate, Suite 300, 3rd Floor
2600 Virginia Avenue, N.W.
Washington, DC 20037
Tel: (202) 342-0159

Bulgaria

Embassy of the People's Republic of Bulgaria
1621 22nd Street, N.W.
Washington, DC 20009
Tel: (202) 387-7969

Burkina Faso

Embassy of Burkina Faso
2340 Massachusetts Avenue, N.W.
Washington, DC 20008
Tel: (202) 332-5577

Burma	Chad	Cyprus
Embassy of the Union of Burma 2300 S Street, N.W. Washington, DC 20008 Tel: (202) 332-0044	Embassy of the Republic of Chad 2002 R Street, N.W. Washington, DC 20009 Tel: (202) 462-4009	Embassy of Cyprus 2211 R Street, N.W. Washington, DC 20008 Tel: (202) 462-5771
Burundi	Chile	Czechoslovakia
Embassy of the Republic of Burundi 2233 Wisconsin Avenue, N.W., Suite 212 Washington, DC 20007 Tel: (202) 342-2574	Embassy of Chile 1732 Massachusetts Avenue, N.W. Washington, DC 20036 Tel: (202) 785-1746	Embassy of the Czechoslovakian Socialist Republic 3900 Linnean Avenue, N.W. Washington, DC 20008 Tel: (202) 363-6315
Cameroon	China	Dahomey
Embassy of the United Republic of Cameroon 2349 Massachusetts Avenue, N.W. Washington, DC 20008 Tel: (202) 265-8790	Embassy of the People's Republic of China 2300 Connecticut Avenue, N.W. Washington, DC 20008 Tel: (202) 328-2500	(See Benin)
Canada	Colombia	Denmark
Embassy of Canada 1746 Massachusetts Avenue, N.W. Washington, DC 20036 Tel: (202) 785-1400	Embassy of Colombia 2118 Leroy Place, N.W. Washington, DC 20008 Tel: (202) 387-8338	Royal Danish Embassy 3200 Whitehaven Street, N.W. Washington, DC 20008 Tel: (202) 234-4300
Cape Verde	Congo, People's Republic of	Dominican Republic
Embassy of the Republic of Cape Verde 3415 Massachusetts Avenue, N.W. Washington, DC 20007 Tel: (202) 965-6820	Embassy of the People's Republic of the Congo 4891 Colorado Avenue, N.W. Washington, DC 20011 Tel: (202) 726-5500	Embassy of the Dominican Republic 1715 22nd Street, N.W. Washington, DC 20008 Tel: (202) 332-6280
Central African Republic	Costa Rica	Ecuador
Embassy of Central African Republic 1618 22nd Street, N.W. Washington, DC 20008 Tel: (202) 483-7800	Embassy of Costa Rica 1825 Connecticut Avenue, N.W. Washington, DC 20009 Tel: (202) 234-2945	Embassy of Ecuador 2535 15th Street, N.W. Washington, DC 20009 Tel: (202) 234-7200
Ceylon	Cote D'Ivoire (Formerly Ivory Coast)	Egypt
(See Sri Lanka)	Embassy of the Republic of Cote D'Ivoire 2424 Massachusetts Avenue, N.W. Washington, DC 20006 Tel: (202) 483-2400	Embassy of the Arab Republic of Egypt 2310 Decatur Place, N.W. Washington, DC 20008 Tel: (202) 232-5400
		El Salvador
		Embassy of El Salvador 2308 California Street, N.W. Washington, DC 20008 Tel: (202) 265-3480

Ethiopia	Germany, Federal Republic of (West)	Haiti
Embassy of Ethiopia 2134 Kalorama Road, N.W. Washington, DC 20008 Tel: (202) 234-2281	Embassy of the Federal Republic of Germany 4645 Reservoir Road, N.W. Washington, DC 20007 Tel: (202) 298-4000	Embassy of Haiti 2311 Massachusetts Avenue, N.W. Washington, DC 20008 Tel: (202) 332-4090
European Communities, Delegation of the Commission of the	Ghana	Honduras
2100 M Street, N.W., 7th Floor Washington, DC 20037 Tel: (202) 862-9500	Embassy of Ghana 2460 16th Street, N.W. Washington, DC 20009 Tel: (202) 462-0761	Embassy of Honduras 4301 Connecticut Avenue, N.W., Suite 100 Washington, DC 20008 Tel: (202) 966-7700
Fiji	Great Britain	Hungary
Embassy of Fiji 2233 Wisconsin Avenue, N.W. Washington, DC 20036 Tel: (202) 337-8320	(See United Kingdom of Great Britain and Northern Ireland)	Embassy of the Hungarian People's Republic 3910 Shoemaker Street, N.W. Washington, DC 20008 Tel: (202) 362-6730
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France	Grenada	India
Embassy of France 4101 Reservoir Road, N.W. Washington, DC 20007 Tel: (202) 944-6000	Embassy of Grenada 1701 New Hampshire Avenue, N.W. Washington, DC 20009 Tel: (202) 265-2561	Embassy of India 2107 Massachusetts Avenue, N.W. Washington, DC 20008 Tel: (202) 939-7000
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Embassy of the Gabonese Republic 2034 20th Street, N.W. Washington, DC 20009 Tel: (202) 797-1000	Embassy of Guatemala 2220 R Street, N.W. Washington, DC 20008 Tel: (202) 745-4952	Embassy of the Republic of Indonesia 2020 Massachusetts Avenue, N.W. Washington, DC 20036 Tel: (202) 775-5200
Germany, Democratic Republic (East)	Guinea	Iraq
Embassy of the German Democratic Republic 1717 Massachusetts Avenue, N.W. Washington, DC 20036 Tel: (202) 232-3134	Embassy of the Republic of Guinea 2112 Leroy Place, N.W. Washington, DC 20008 Tel: (202) 483-9420	Embassy of the Republic of Iraq 1801 P Street, N.W. Washington, DC 20036 Tel: (202) 483-7500
Guyana	Guyana	
	Embassy of Guyana 2490 Tracy Place, N.W. Washington, DC 20008 Tel: (202) 265-6900	

Ireland

Embassy of Ireland
2234 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 462-3939

Israel

Embassy of Israel
3514 International Drive,
N.W.
Washington, DC 20008
Tel: (202) 364-5500

Italy

Embassy of Italy
1601 Fuller Street, N.W.
Washington, DC 20009
Tel: (202) 328-5500

Jamaica

Embassy of Jamaica
1850 K Street, N.W.,
Suite 355
Washington, DC 20006
Tel: (202) 452-0660

Japan

Embassy of Japan
2520 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 939-6700

Jordan

Embassy of the Hashemite
Kingdom of Jordan
3504 International Drive,
N.W.
Washington, DC 20008
Tel: (202) 966-2664

Kenya

Embassy of Kenya
2249 R Street, N.W.
Washington, DC 20008
Tel: (202) 387-6101

Korea

Embassy of Korea
2370 Massachusetts
Avenue, N.W.
Washington, DC 20008
Tel: (202) 939-5600

Kuwait

Embassy of the State of
Kuwait
3500 International Drive,
N.W.
Washington, DC 20008
Tel: (202) 364-2100

Laos

Embassy of the Lao
People's Democratic
Republic
2222 S Street, N.W.
Washington, DC 20008
Tel: (202) 332-6416

Lebanon

Embassy of Lebanon
2560 28th Street, N.W.
Washington, DC 20008
Tel: (202) 939-6300

Lesotho

Embassy of the Kingdom of
Lesotho
1430 K Street, N.W.
Washington, DC 20009
Tel: (202) 628-4833

Liberia

Embassy of the Republic of
Liberia
5201 16th Street, N.W.
Washington, DC 20011
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Luxembourg

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2200 Massachusetts
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2374 Massachusetts
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Malawi

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Bristol House
1400 20th Street, N.W.
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Tel: (202) 328-2700

Mali

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2130 R Street, N.W.
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Tel: (202) 332-2249

Malta

Embassy of Malta
2017 Connecticut Avenue,
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Washington, DC 20008
Tel: (202) 462-3611

Mauritania

Embassy of the Islamic
Republic of Mauritania
2129 Leroy Place, N.W.
Washington, DC 20008
Tel: (202) 232-5700

Mauritius

Embassy of Mauritius
4301 Connecticut Avenue,
N.W.
Washington, DC 20008
Tel: (202) 244-1491

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Morocco	Norway	Philippines
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Royal Nepalese Embassy 2131 Leroy Place, N.W. Washington, DC 20008 Tel: (202) 667-4550	Embassy of Pakistan 2315 Massachusetts Avenue, N.W. Washington, DC 20008 Tel: (202) 939-6200	Embassy of Portugal 2125 Kalorama Road, N.W. Washington, DC 20008 Tel: (202) 328-8610
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Embassy of New Zealand 37 Observatory Circle, N.W. Washington, DC 20008 Tel: (202) 328-4800	Embassy of Papua New Guinea 1330 Connecticut Avenue, N.W. Washington, DC 20036 Tel: (202) 659-0856	Embassy of the Socialist Republic of Romania 1607 23rd Street, N.W. Washington, DC 20008 Tel: (202) 232-4747
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Embassy of Nicaragua 1627 New Hampshire Avenue, N.W. Washington, DC 20009 Tel: (202) 387-4371	Embassy of Paraguay 2400 Massachusetts Avenue, N.W. Washington, DC 20008 Tel: (202) 483-6960	Embassy of the Republic of Rwanda 1714 New Hampshire Avenue, N.W. Washington, DC 20009 Tel: (202) 232-2882
Niger		
Embassy of the Republic of Niger 2204 R Street, N.W. Washington, DC 20008 Tel: (202) 483-4224		

Saint Christopher (St. Kitts) and Nevis	South Africa	Switzerland
Embassy of Saint Christopher (St. Kitts) and Nevis 2501 M Street, N.W. Washington, DC 20037 Tel: (202) 833-3550	Embassy of South Africa 3051 Massachusetts Avenue, N.W. Washington, DC 20008 Tel: (202) 232-4400	Embassy of Switzerland 2900 Cathedral Avenue, N.W. Washington, DC 20008 Tel: (202) 745-7900
Saint Lucia	Spain	Syria
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Saudi Arabia	Sri Lanka	Tanzania
Embassy of Saudi Arabia 601 New Hampshire Avenue, N.W. Washington, DC 20037 Tel: (202) 342-3800	Embassy of the Democratic Socialist Republic of Sri Lanka 2148 Wyoming Avenue, N.W. Washington, DC 20008 Tel: (202) 483-4025	Embassy of the United Republic of Tanzania 2139 R Street, N.W. Washington, DC 20008 Tel: (202) 939-6125
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Sierra Leone	Suriname	Togo
Embassy of Sierra Leone 1701 19th Street, N.W. Washington, DC 20009 Tel: (202) 939-9261	Embassy of the Republic of Suriname 2600 Virginia Avenue, N.W. Washington, DC 20037 Tel: (202) 338-6980	Embassy of the Republic of Togo 2208 Massachusetts Avenue, N.W. Washington, DC 20008 Tel: (202) 234-4212
Singapore	Swaziland	Trinidad and Tobago
Embassy of Singapore 1824 R Street, N.W. Washington, DC 20009 Tel: (202) 667-7555	Embassy of the Kingdom of Swaziland 4301 Connecticut Avenue, N.W. Washington, DC 20008 Tel: (202) 362-6683	Embassy of Trinidad and Tobago 1708 Massachusetts Avenue, N.W. Washington, DC 20036 Tel: (202) 467-6490
Somalia	Sweden	Tunisia
Embassy of the Somali Democratic Republic 600 New Hampshire Avenue, N.W. Washington, DC 20037 Tel: (202) 342-1575	Embassy of Sweden 600 New Hampshire Avenue, N.W. Washington, DC 20037 Tel: (202) 944-5600	Embassy of Tunisia 1515 Massachusetts Avenue, N.W. Washington, DC 20005 Tel: (202) 862-1850

Turkey Embassy of the Republic of Turkey 1606 23rd Street, N.W. Washington, DC 20037 Tel: (202) 387-3200	United Kingdom of Great Britain and Northern Ireland British Embassy 3100 Massachusetts Avenue, N.W. Washington, DC 20008 Tel: (202) 462-1340	Yugoslavia Republic of Yugoslavia 2410 California Street, N.W. Washington, DC 20008 Tel: (202) 462-6566
Uganda Embassy of the Republic of Uganda 5909 16th Street, N.W. Washington, DC 20011 Tel: (202) 726-7100	Upper Volta (See Burkina Faso)	Zaire Embassy of the Republic of Zaire 1800 New Hampshire Avenue, N.W. Washington, DC 20009 Tel: (202) 234-7690
Union of Soviet Socialist Republics Embassy of the Union of Soviet Socialist Republics 1125 16th Street, N.W. Washington, DC 20036 Tel: (202) 628-7551	Uruguay Embassy of Uruguay 1918 F Street, N.W. Washington, DC 20006 Tel: (202) 331-1313	Zambia Embassy of the Republic of Zambia 2419 Massachusetts Avenue, N.W. Washington, DC 20008 Tel: (202) 265-9717
United Arab Emirates Embassy of the United Arab Emirates 600 New Hampshire Avenue, N.W. Washington, DC 20037 Tel: (202) 338-6500	Venezuela Embassy of Venezuela 2445 Massachusetts Avenue, N.W. Washington, DC 20008 Tel: (202) 797-3800	Zimbabwe Embassy of Zimbabwe 2852 McGill Terrace, N.W. Washington, DC 20008 Tel: (202) 332-7100
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